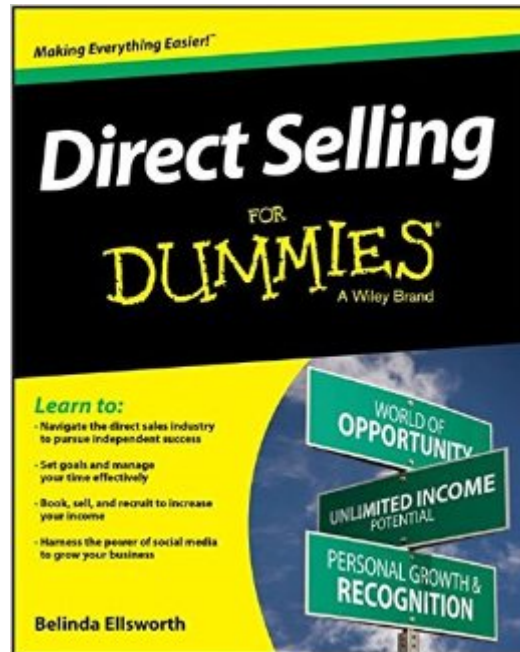


The book was found

Direct Selling For Dummies



Synopsis

Become a direct sales success story with this insider guide to making it big. *Direct Selling For Dummies* is the perfect resource for anyone involved or interested in direct sales. Written by a 35-year veteran of this booming industry, this useful guide teaches you everything you need to know to achieve and maintain lasting success. You'll learn the insider tips that only the pros know, and how to structure your business, your time, and your customer relationships to optimize sales and achieve your goals. Compare party plans, multi-level marketing, and hybrid models to see where your talents fit best, and discover the most effective ways to promote your products and get people interested. You'll leverage social media as one of the most powerful tools in modern sales, and gain new ideas for recruiting, booking, and time management. With clear guidance and a fun, friendly style, this book gives you the strategies you need to be a direct sales success. The direct sales industry is going strong, with more participants now than any time in the past, yet with less face-to-face engagement. Businesses are operating online, people are shopping online, and more people are recruiting through platforms like social media. If you hope to be a direct sales success, now is the time to get up to speed on what that means today. This book shows you everything you need to know, and gives you the tools you need to put your ideas into action. Choose the right direct sales model. Secure bookings and manage your time. Recruit and drive interest in the product and company. Harness the power of social media to make sales. Direct sales can be your ticket to independence. Stop punching the clock and become your own boss and watch your income grow. With *Direct Selling For Dummies*, you'll have the skills and information you need to be a success.

Book Information

Series: For Dummies

Paperback: 384 pages

Publisher: For Dummies; 1 edition (October 12, 2015)

Language: English

ISBN-10: 111907648X

ISBN-13: 978-1119076483

Product Dimensions: 7.4 x 0.7 x 9.3 inches

Shipping Weight: 12.6 ounces (View shipping rates and policies)

Average Customer Review: 4.7 out of 5 stars [See all reviews](#) (47 customer reviews)

Best Sellers Rank: #100,569 in Books (See Top 100 in Books) #18 in [Books > Textbooks >](#)

Business & Finance > Sales #86 inÂ Books > Business & Money > Marketing & Sales > Marketing > Direct #138 inÂ Books > Textbooks > Business & Finance > Marketing

Customer Reviews

I have only made it through the first 7 Chapters and I have already implemented a lot of what Belinda talks about! Belinda tells it like it is and gives great ways to make your business work with you and for you! Some of this I have heard before yet to hear it again and in such a straight forward and easy to read format has made my life so much easier in my business! So Thankful for this book and all I am learning through this Dummies series.

So much amazing information for anyone in the Direct Sales industry. Love that it is up to the minute including a section on Social Media. Great reference-style book for easy look up on topics as needed. Great for ideas for team training. Belinda hit a home run with this one!

A must read for anyone considering getting into Direct Selling. Relatable stories & obvious experience help to create a clear picture of the industry. Many insights that would normally take months to figure out if not for the info in this book.

Brenda Ellsworth has hit the mmark with this book and included so many excellent tips, it should be mandatory reading prior to joining any business. I have purchased copies for my team members with instructions to read this before doing anything else. My library is full of books with just a few lines of useful information. Every page of this book holds keys to excel in your business. Please don't purchase any other book on direct sales until you have read this one. Save yourself time and money! Thank you Belinda for providing this excellent Guidebook us!

This book is full of practical information! Belinda is a true expert in the field. Her many years of successfully growing her direct sales business definitely translates into an excellent book. I have several copies, and will buy more to share with my team!

Belinda Ellsworth, thank you so much for this. Your presentations are amazing and the book is absolutely perfect. You cover everything someone in direct sales needs to know. And, you're not boring or preachy. I hear your voice as I read the pages ;-)

Every consultant gets to the point where their company's training starts to feel like it's designed for the beginners. When you get to the point where you can see the next step but nobody can tell you how to get there...this is your tour guide.

This book is a fabulous, practical guide to direct selling. I love that I can find exactly what I need for whatever aspect of my business I'm working on at the time. She gives great ideas and also helps with the wording and how to say what you need to say to your customers. I wish this book had been available 2 years ago when I started my direct selling adventure! It has been so helpful to me as I work my own business and also as I grow and train my team!

[Download to continue reading...](#)

No B.S. Direct Marketing: The Ultimate No Holds Barred Kick Butt Take No Prisoners Direct Marketing for Non-Direct Marketing Businesses Selling on eBay: 44 Killer Profitable Items To Sell on eBay From Garage Sales, Thrift Stores, Flea Markets and More! (selling on ebay, ebay, ebay selling, ... ebay marketing, ebay selling made easy,) Fund Your Cause With Direct Mail: Secrets of Successful Direct Mail Fundraising Direct Selling For Dummies Social Media for Direct Selling Representatives: Ethical and Effective Online Marketing, Volume 1 Build It Big: 101 Insider Secrets from Top Direct Selling Experts The Advanced Selling Skills Series (Advanced Action Selling Book Series, Four-Book) The Complete Guide to Option Selling: How Selling Options Can Lead to Stellar Returns in Bull and Bear Markets, 3rd Edition eBay: Find All You Need To Sell on eBay and Build a Profitable Business From Scratch, Step-By-Step (eBay, eBay Selling, eBay Business, Dropshipping, eBay Buying, Selling on eBay) Jewelry Making & Etsy Business Box Set: Jewelry Making Instructions and Useful Tips to Guide You Through How to Start Your Etsy Business (Jewelry Making ... Selling Etsy, Esty Selling Success) How To Sell Used Books On : The Home Based Bookstore - Make A Passive Income By Selling Old Books On (Passive Income, Selling Books On , Home-Based Bookstore) Thrift Store: How to Earn \$3000+ Every Month Selling Easy to Find Items From Thrift Stores, Garage Sales, and Flea Markets (FBA - Selling on Ebay ... Online - Etsy Business - Work From Home) Selling to the C-Suite: What Every Executive Wants You to Know About Successfully Selling to the Top Selling to Procurement: 7 Secrets to Decoding Procurement for Smarter B2B Selling and Negotiating Etsy: Ultimate Etsy Strategies For Selling Crafts Online (Etsy, Etsy SEO, Etsy business for beginners, Etsy selling Book 1) Unlabel: Selling You Without Selling Out Making Money at Home: Methods to Make Money with Drawing Portraits: How I Made More than \$50,000 Selling Art Online and Offline (Ways to Make Money with Art, Selling Drawings) FBA: Complete Guide: Make Money Online With FBA: The Fulfillment by Bible: Best Selling

Secrets Revealed: The FBA Selling Guide FBA: Complete Guide: Make Money Online With FBA:
The Fulfillment by Bible - Best Selling Secrets Revealed: The FBA Selling ... , fulfillment by , fba
Book 1) How to Make a Movie in 10 Easy Lessons: Learn how to write, direct, and edit your own film
without a Hollywood budget (Super Skills)

[Dmca](#)